Motivational Interviewing

Health Promotion Program

Navy Environmental Health Center

Motivational Interviewing

Goal- To enhance and strengthen motivation for change!

- **Focus- To increase motivation for a specific behavior and lifestyle change!**

Motivational Interviewing

- **Used by**
  - **-Medical & Dental Staff**
  - **-Health Promoters**
  - **-Educators**
  - **-Mental Health**
  - **-Substance Abuse**

- **Based upon clinical intervention studies**

Behavior Change

- **Difficult to give up and change entrenched and harmful behaviors!**
- **Ambivalence is common…**
- **Low motivation present for difficult changes**

Changing Behavior

- **Often we respond to resistance with confrontation…**
- **Confrontation often leads to increased resistance, conflict and arguments…**
- **Confrontation is often *counterproductive* and not helpful!**

Motivational Interviewing

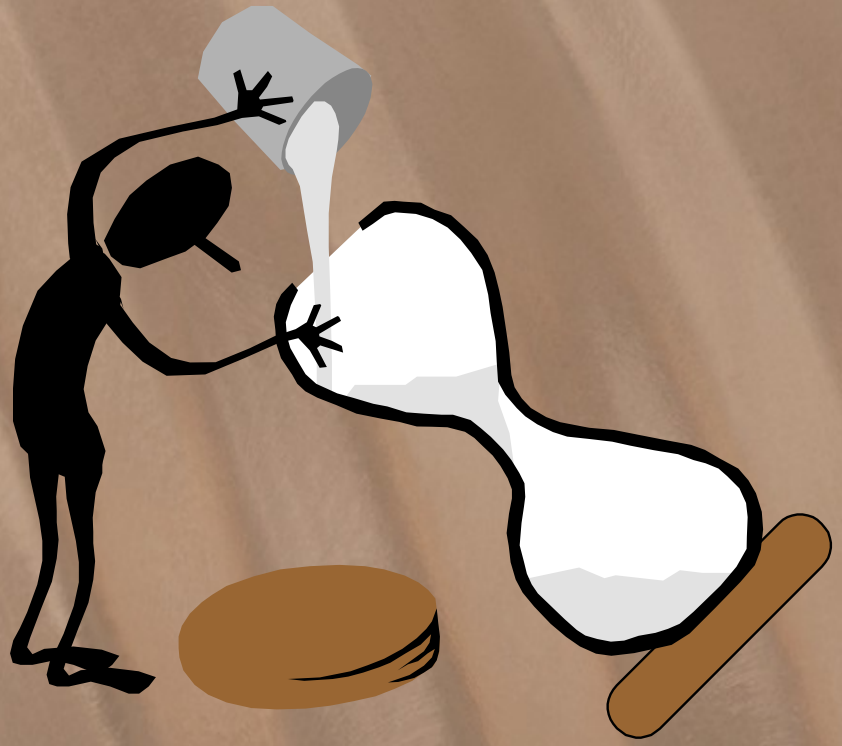
- **A new model of helping people change their behavior!**

Motivational Interviewing

- **Reconceptualize ambivalence**
- **See resistance and ambivalence as a *normal* part of change process and as a typical roadblock!**
- **Not dismissed and labeled as denial and unmotivated**

MI Philosophy

- **Individual decision to change!**
- **Freedom to alter and modify harmful and unhealthy behaviors!**



Motivational Interviewing

- **Motivation is elicited from the client/patient**
- **It is up to the client to express and resolve their ambivalence!**
- **Direct arguing/persuading is *not* an effective strategy for resolving ambivalence!**
- **Therapeutic relationship is a partnership…**

MI Approach

- Active, not passive stance!
- Caring and warm approach!
- Listening

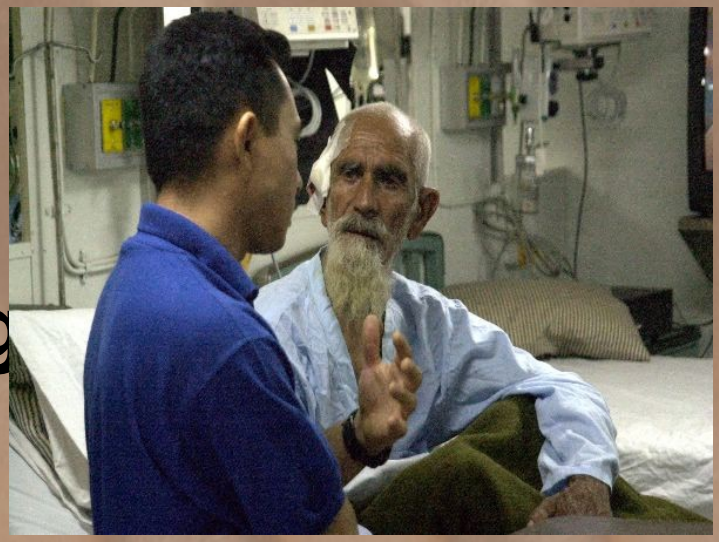
MI is ***NOT***

- **The answer for every person and all ambivalence and resistance!**
- **The only intervention for every one you see…**
- **A replacement for your experience, training & judgment…**

MI Skills

- **Establish rapport**
- **Show acceptance**
- **Listening Skills**
- **Way questions asked can effect responses!**

MI Strategies



- Reflective Listening
- Express Empathy
- Develop Discrepancy

MI Strategies

- **Roll with Resistance**
- **Support Self Efficacy- Reinforce expectation and belief that they can change!**

Common Roadblocks

- Labeling trap
- Blaming trap
- Question & Answer trap
- Confrontation-Resistance-Denial Trap

MI Summary

- **Purpose is to encourage and assist with individual behavior change!**
- **The readiness to change a specific and problem behavior often varies and fluctuates….**

Additional Information

- **Website**

  http://www.motivationalinterview.org
- **Motivational Interviewing. William Miller & Stephen Rollnick, 2002. Second Edition. Guilford Publications.**